

**BEFORE THE  
PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA  
DOCKET NO.:2018-20-T**

|                                       |   |                    |
|---------------------------------------|---|--------------------|
| In Re: Application of Grace Logistics | ) |                    |
| & Movers, LLC for Class E (HHG)       | ) |                    |
| Certificate Household Goods,          | ) |                    |
| as defined in S.C. Code Ann. Regs     | ) | SHIPPER WITNESS    |
| S103-210(1):                          | ) | PREFILED TESTIMONY |
| Between Points and Places in S.C.     | ) |                    |

- 1) Mr. Panford, if you could, please state your name and business address for the record?
  - a. My name is Prince Panford
- 2) What do you do for a living?
  - a. I am a real estate broker and investor
- 3) Tell me a little bit about your background?
  - a. I have been a real estate investor for approximately 12 years and was in banking and telecommunications before opening a local brokerage.
- 4) How long have you lived in the area?
  - a. I have lived in the area for 22 years.
- 5) Tell me a little about what your company does.
  - a. We provide affordable housing options to the community and help revitalize neighborhoods through our property rehab programs. The brokerage

company also helps people buy and sell homes and businesses. We are in direct contact with consumers who utilize local moving companies. We use this opportunity to help our clients and local businesses by referring trusted entities to assist them as they transition into their new homes.

- 6) What is the mix between residential and commercial?
  - a. 90% residential and 10% commercial. Our business is based in the Columbia metropolitan area
- 7) How is business right now for you and your company?
  - a. Great, with current mortgage loan rates still low, there is a vast majority of first time homebuyers, upward mobility buyers and real estate investors on the rise.
- 8) What other markers of growth have you identified in your market the area?
  - a. There are new residential new construction developments along the I-77 corridor of northeast Columbia namely Blythewood areas, as well as Killian Commercial development which denotes expansion of our local markets
- 9) Do you know of any particular industries that may be connected to the construction of new residential and commercial properties in your market area?
  - a. The moving company sector, specialized contractors such as electricians, plumbers and the like.

10) Do you have any personal knowledge about other people moving from one place in South Carolina to another place in South Carolina in the recent past?

- a. Yes, as a broker I work with people every day who are moving in and around the city of Columbia. As they Buy and Sell their Homes, they need an affordable and timely moving professional.

11) What do you know, from the experiences that you've described, about the moving companies that are currently serving the areas you know about?

- a. I only use and recommend licensed companies to ensure the public is protected. I have recommended 2-Men & A Truck satisfactorily in the past, and also heard of another Moving Company Soda City Movers who are also being recommended by other real estate professionals I have interacted with.

12) Do you think the moving market or the market for movers can handle another in the area?

- a. Yes, from my experience there is a demand for moving professionals in our area, based on the increase in new housing developments, corporate relocations and the like.

13) Do you just keep like a list of people that you trust and use and recommend out?

- a. Yes.

- 14) When you are working with homeowners, how often do you get asked for help finding moves?
- a. All of the time
- 15) How do you know Mr. Ventrell Jenkins?
- a. He and I attend the same church.
- 15) If his company gets the certification or gets the authority that they are seeking in this application, will you refer clients to his company?
- a. Absolutely.